



# News from the Frontier of Innovation

**April 2000**

Monthly Activity Report from the Loudoun County Department of Economic Development

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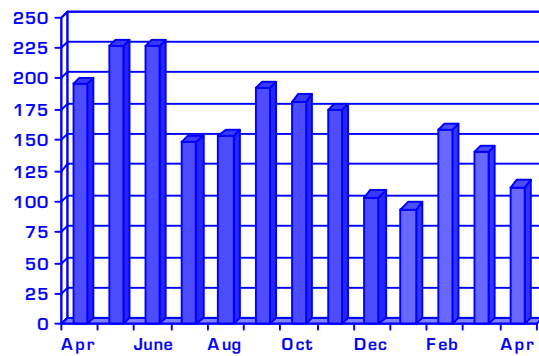
## New Prospect Activity:

Prospect activity for the month of April:

- @ Received 29 requests for general information
- @ Delivered 19 Packages/Presentations
- @ Worked with 10 new and 54 on-going prospects

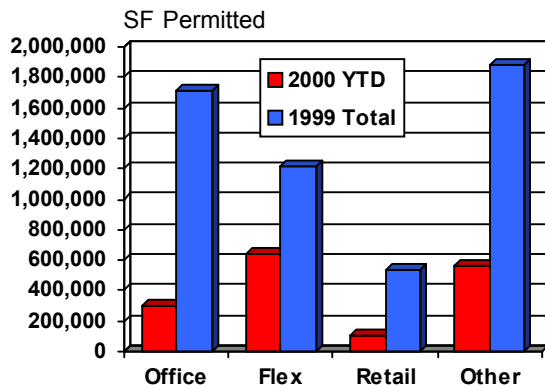
## Total Prospect Activity

April 1999 - April 2000



## New Construction Activity:

### Nonresidential Construction 1999 Total and 2000 YTD March



For March 2000, the value of new buildings (\$13,303,100) and alterations (\$1,906,161) equaled over \$15.2 million.

Loudoun County permitted 620,155 square feet of non-residential construction during the month of March:

- ~ Office - 120,442 SF (83,464 SF last month)
- ! Flex/Industrial - 40,000 SF (215,248 SF last month)
- ~ Retail - 104,905 SF (0 SF last month)
- ! Other - 354,808 SF (75,813 SF last month)
- ~ Taxable - 619,924 SF (374,524 SF last month)
- ! Route 28 - 543,329 SF (361,914 SF last month)

## Announcements:

### New Business

Intacc, Inc. and TaxCompliant.com recently opened in 2,500 square feet shared with Esguerra & Esguerra, a CPA firm in Potomac Falls ([www.intacc.com](http://www.intacc.com)). TaxCompliant.com manages the tax needs of area companies, including registration for property and sales tax, tax filing, and maintaining tax calendars. TaxCompliant.com currently assists 15 Loudoun County businesses, and has hired two new employees. Intacc, Inc. brings 3 new hires, and helps local companies streamline their operations by developing customized databases and other automated accounting systems.

Ivy Plan, Inc. ([www.ivyplan.com](http://www.ivyplan.com)) has leased 3,500 square feet in the Sterling Park Business Center and hired 15 new employees. A start-up company building solutions for the Internet industry, Ivy Plan designs software for Internet service providers.

Corporate Identity ([www.corporateid.com](http://www.corporateid.com)) specializes in the wholesale production of promotional items for corporations. Located in Steeplechase Industrial Park, the company leases 2,000 square feet and has brought four employees to Loudoun County.

S.E. Smith, Inc. has leased 4,000 square feet off Gum Spring Road for a masonry and concrete operation. The company moved in on April 1 and currently employs a staff of 55.

eManage.com ([www.emanage.com](http://www.emanage.com)) has opened a 5,000 square foot facility in the Loudoun Tech Center. This California-based company focuses on developing reliable and scalable eBusiness solutions, including monitoring, alert notification, and virtual administrations for web servers, networks, and databases. 15-20 new hires are expected.

### Existing Business

GeoConcepts Engineering ([www.geoconcepts-eng.com](http://www.geoconcepts-eng.com)) will be expanding their Waverly Park location from 1,200 to 2,900 square feet in May. This expansion will also bring 2 new employees to the company. GeoConcepts provides geotechnical engineering and environmental services related to the development of commercial and industrial projects.

Kappa USA ([www.kappa.com](http://www.kappa.com)), an Italian soccer apparel and activewear manufacturer, is relocating its American headquarters from TransDulles Centre to the Loudoun Tech Center. The company has leased 13,290 feet and expects to move during late May. New hires are not anticipated.

Insty-Prints ([www.ipdulses.com](http://www.ipdulses.com)) of Dulles expanded into a new location off Woodland Road on April 14. This expansion more than doubled the company space from 3,200 to 7,000 square feet, and results in two new jobs. The company's future plans are to increase by a further 3,000 square feet for a total of 10,000 square feet.

## Noteworthy:

The Committee for Dulles hosted a luncheon April 20 at Lansdowne for the **Northern Virginia Legislative Delegation**. Representatives Senator William C. Mims, Delegate Richard H. Black, and Delegate Joe T. May were in attendance along with other honored guests. The delegation discussed recent legislative action and fielded transportation-related questions from the audience.

The annual **National Association of Industrial and Office Properties (NAIOP) Bus Tour** highlighted Fairfax, Loudoun, and Prince William County business development activities on April 13. The tour, with over 500 participants, emphasized the past year's explosive growth. 10 million square feet of business space was absorbed, which includes several data centers.

EDC's **Education Committee** held focus groups for selected Loudoun businesses at The George Washington University Virginia campus April 5 & 6. Topics discussed included employer expectations for new employee education and skills, ongoing training and development needs for current employees, and overall perceptions about Loudoun County educational opportunities and services.

Just a reminder that the 7th annual **EDC Business Breakfast** will be held May 18th at Lowes Island Country Club in Cascades. Seating is limited; please RSVP by Monday, May 8 to 703-771-5397 or [www.loudounva.com/breakfast](http://www.loudounva.com/breakfast).

Loudoun's own DED co-sponsored the **Technology Expo 2000**, held April 26th at The George Washington University Virginia Campus. Keynote Speaker William Raduchel, CTO of America Online, discussed the issue of "What's Next?" for the Internet and communications industry. Interactive demonstrations, exhibits, and technology-related sessions filled the day for over 500 participants.

Christina Watson attended the **National Town Meeting on Main Street Conference** in April. The Boston conference provided networking opportunities with towns and cities that have implemented a variety of successful strategies using the main street program. The conference was attended by more than 1,600 representatives.